



A TEAM COMPLETE

Home Buying & Selling A Timeline



Buying ▶

Start

Selling ▶

FIND A GREAT REAL ESTATE AGENT
We work by referral which means most of our business is sent our way by previous happy clients. Check out our testimonials, and talk to your friends about us. You'll be happy you worked with us, and we look forward to you referring your friends our way too!

ASSESS YOUR SITUATION
Make sure you've filed your taxes and have a paper trail for major financial transactions from the past year.

GET PRE-APPROVED
We work with great local lenders. We'll work with you and the lender to get the right pre-approval letters to make everything simple!

TIME TO SET UP YOUR HOME SEARCH
We'll work with you to understand your needs and wants, and then set up a search that will send you properties that meet your needs every day. Then we'll adjust based on what you like, and what you don't.

VISIT THE HOMES YOU LIKE
Now that you've got available homes coming to you, it's time to start touring them. We'll make appointments to go and see the homes you like and get a better understanding of exactly what you want.

STAY PATIENT AND STRONG
The home search process can be exhausting, but keep your eye on the prize!

MAKE AN OFFER!
You found the one! Now it's time to make an offer. We'll work with you to make the best offer you can based on the circumstances of the home. We'll work with the other realtor to understand how to make your offer stand out from the crowd.

Check your pre-approval letter. We'll make sure it's still valid, or we'll work with the lender to extend it another 60 to 90 days.

ENTER MUTUAL ACCEPTANCE, CLOSE THE DEAL
You'll deposit earnest money, review the seller disclosure forms, review the ownership history and title and schedule a home inspection.



LINE UP AN INSPECTOR
We work with several of the best in the area, and we'll help you schedule an inspection, review the findings, and negotiate the fixes with the seller.

CHANGE UTILITIES
You'll want to transfer all the utilities into your name before you close so your services aren't turned off!



CLOSING DAY!
Get your keys! Take a final walkthrough, attend the closing and bring a government-issued ID and your payment for any overages. Time to celebrate!

FIND A GREAT REAL ESTATE AGENT
Don't just hire the one who promises to sell your home for the highest price. Getting you the best value for your home is based on proper pricing. If you go in too high, you'll lose valuable time and market newness, and ultimately you'll end up with less. We'll do a detailed analysis and tell you what your home is worth, and how to maximize your home's value.

LOOK AT THE CALENDAR
Strategize with your agent about when to put your home on the market.

FIGURE OUT WHERE YOU'RE MOVING
If you're planning to move out of town, ask us to refer you to a real estate agent like us there!

DEEP CLEAN
Wash the floors, scrub the grout, scour the kitchen, dust the blinds, wash the windows and steam the carpets. Ask us if you'd like fantastic vendors to help.

MAKE SMALL REPAIRS
Take time to patch a small hole in the wall or fix peeling wallpaper. Talk to your agent about what you should do, and when to use a professional. We have relationships with great vendors to help where needed.

STAGE YOUR HOME
Declutter each room and showcase key features, like new hardwood floors.

GET PROFESSIONAL LISTING PHOTOS TAKEN
Homes with professional photos sell for \$3,400 to \$11,200 more, relative to their list prices. We pay for professional photography for clients as part of the service we provide.

LIST YOUR HOME ON THURSDAY OR FRIDAY
Average daily website traffic is 20% higher on weekdays than over the weekend, and traffic on Fridays is 29% higher than on Sundays.



PREPARE FOR THE OPEN HOUSE
Put away valuables such as cash, jewelry and personal items, such as family photos and your personal calendar.

GET BUYER FEEDBACK
Once your home is on the market, tour requests should start rolling in. We will call each buyer's agent and ask for feedback on your home and its price. Once you hear the same feedback from a few buyers, act on it.

MONITOR YOUR LISTING
We will periodically review comparable homes in your area and update your pricing and staging based on what you see.

CLOSING DAY!
Work with your agent, lender, and the title or escrow company to ensure a smooth transfer of ownership to the buyer. Celebrate, you did it!

ENTER MUTUAL ACCEPTANCE, CLOSE THE DEAL
Sign the offer, negotiate and complete inspection repairs and start packing!

EVALUATE AND NEGOTIATE THE OFFERS
We will present you with all the offers, advise you on counteroffers, and guide you through negotiating prices and terms.